



C. C. BIRCHARD & COMPANY  
221 COLUMBUS AVENUE  
BOSTON, MASS.

Nov. 19, 1923.

Mr. Charles F. Lummis  
Los Angeles, Cal.

Dear Mr. Lummis:

Your letter has been referred to the writer who has been away from his desk for a month, and has just returned.

I am glad to know that you have brought out a collection of songs to which our friend Arthur Farwell has made the accompaniments. Will you kindly send us a copy with bill?

What we had in mind in writing you was the use of a few of the songs for a high school collection which we are now editing. This collection will probably contain upwards to 300 different numbers. We are endeavoring to include examples of folk music from different parts and different people that make up our country. Would it be possible to obtain from you a few of the Spanish songs that Mr. Loomis might harmonize for this collection?

Thanking you for your letter and hoping to have the pleasure of hearing from you, I beg to remain,

Yours sincerely,

*C. C. Birchard*

CCB/GMH

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*H. Farnell*

EDITORIAL DEPARTMENT  
C. C. BIRCHARD & COMPANY  
PUBLISHERS OF SCHOOL MUSIC  
BOSTON : MASSACHUSETTS

October 31, 1923.

Mr. Charles F. Lummis  
200 East Ave. 43  
Los Angeles, Cal.

Dear Mr. Lummis:

We have your favor of October 22, which is in reply to a letter by Mr. Birchard, and in his absence, we are writing merely to acknowledge your letter and to say that he will write you on his return. We judge that what he is after is a few authentic Spanish American folk songs suitable for use in a school song book for the 5th and 6th grades. We are making such a book just now and have excellent samples of folk songs from about fifty different racial groups, but have nothing especially characteristic of the Spanish American type.

The book we refer to is in no sense a collection of folk songs, but we find that such material, especially when we have the advantage of free translation, adds greatly to the interest of school music. Our aim is to reproduce with the music, the original sense and spirit of the text wherever it is suitable for school use, which of course, is not always the case.

With regard to your book and your plans for issuing others, we think Mr. Birchard will be interested to write you again on this phase of the subject. The book that you have already published ought to find some good channel of distribution in the East, but we would suggest a "Trade" House like Ditson or Schirmer, as having outlets for publication of this kind through their retail distributing agencies.

We shall be glad to hear from you again with regard to the songs we have mentioned and thanking you for your interest, we are,

Yours very sincerely,

*C. C. Birchard & Co.*

DS/GMH



October 22, 1923.

Messrs. C. C. Birchard & Co.,  
221 Columbus Avenue,  
Boston, Mass.

Gentlemen:

Your favor of September 14th should have been answered sooner, save that I have been preoccupied with a somewhat similar matter and have now impressed a Book of Spanish American songs as per enclosed circular. Very likely Mr. Loomis will recall some of these songs, which he doubtless heard at my house some years ago.

I do not know quite what you are aiming at in your suggestion as to the availability of my folk music for your house; whether you are planning to bring out a collection like this, or whether you desire a book dealing with Spanish-American folksong giving the melody and the flat translations, with discussion ethnological and musical - nor, in fact, just what you are driving at.

I plan to bring out with Mr. Farwell three or four such books as this, making perhaps fifty or sixty songs in the whole series. Besides that, I have more than four hundred Spanish songs recorded on the phonograph, and mostly transcribed, which I could hardly hope to give similar treatment; yet the words and the melodies of them ought historically be preserved for the study of future musicians. I have not got along to thinking seriously of this task, but fear logically for the future.

As to the present Book of 14 Songs, which I am publishing myself, I should be very glad of an outlet in the East, but do not feel that I can afford more than 50% discount to the trade; and have no idea as to whether this would appeal to you at all.



I may add that these songs have been thoroughly proved out by Mr. Farwell in his extremely successful Community Choruses in Santa Barbara and Pasadena, and that people of all classes take to them with the greatest enthusiasm.

In fact, these Spanish songs are far and away the favorites of the whole repertoire of the Choruses.

And this three years' test is an uncommon testimonial to their value for Community singing everywhere.

I shall be glad to know more of your ideas and wishes. Please remember me to Mr. Loomis, of whom I have very pleasant memories.

Sincerely yours,

CEL/R





C. C. BIRCHARD & COMPANY  
221 COLUMBUS AVENUE  
BOSTON. MASS.

September 14, 1923

Mr. Charles F. Lummis,  
Los Angeles, Calif.

Dear Sir:

The musical composer, Mr. Harvey Worthington Loomis, who some years ago was interested in Spanish-American songs submitted by yourself, has suggested that we write you and inquire as to the availability of this folk music at the present time. Mr. Loomis is an editor of our company and his work is planned in a way that is usually made up to include a great deal of the folk music.

We shall be pleased to have a line from you, and beg to remain,

Very truly,

*C. C. Birchard & Co.*

CCB:MM